



Beartooth

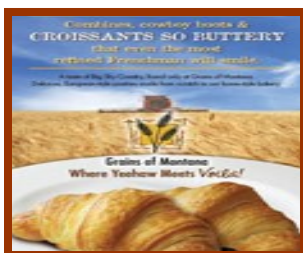
RESOURCE CONSERVATION AND DEVELOPMENT AREA, INC.

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Grains of Montana, Inc. is a family-owned and operated business started in 2005 by the Nielsen family. The goal was to take grain raised on the family farm and serve a variety of home grown products to customers in a fast, casual restaurant environment in Billings, MT. Since the restaurant opened, the family has remained dedicated to the success of this enterprise. The father and youngest son operate the farm in Nashua with their families, while the oldest son and his family operate the enterprise in Billings.



Beartooth RC&D assisted with an application for a Growth Through Agriculture (GTA) grant through the Montana Department of Agriculture for development of marketing materials, website, packaging, and labels.



Beartooth RC&D staff also assisted with a Big Sky Trust Fund planning grant through the Montana Department of Commerce to expand the business plan beyond the restaurant to a national franchise operation and a retail sales option selling a variety of breads through regional grocery chains and pastries at coffee shops. This grant also funded further development of marketing materials and updates to the website. The business received over \$12,000 through Incumbent Workers Training funds to familiarize the staff and owners with a new point-of-sale customer service equipment package, business operation and management courses.

A franchise restaurant has been built in Biloxi, MS with new locations coming soon to Tucson, AZ and Milwaukee, WI. More locations are being scoped and researched.



Agreements are nearly in place to market bread products through a Montana-based grocery chain, and City Brew Coffee houses across Montana are carrying pastries and other baked goods. To serve these expanding markets, a 10,000 square foot bakery was completed in 2009, also located in Billings.

The total cost of the bakery exceeded \$2.5 million, 10% of which was funded through the Beartooth RC&D Revolving Loan Fund. To date, the project resulted in the retention of over thirty jobs and the creation of twelve new jobs.

This project is a wonderful example of local entrepreneurship and innovation to a value-added, locally produced commodity.

Montana Location:

926 Grand Avenue
Billings, MT 59102

Mississippi Location:

1777 Popps Berry Rd
Biloxi, MS 39532

Potential Locations:

Tucson, AZ
Milwaukee, WI

grainsofmontana.com

